

The Idaho Business Network/Idaho's only Procurement Technical Assistance Center and the Army Corp of Engineers are pleased to bring you this informative workshop!



# Your Partners For Success

## SMALL BUSINESS DEVELOPMENT TRAINING AN APPROACH TO GOVERNMENT AND PRIME CONTRACTOR SUBCONTRACTING

*Gary Whitehead* from the *Army Corp of Engineers* will talk about how small business can participate in government contracting. He will address issues such as: are you ready to sell to the government; critical success factors; clearly defining your product or service; certifications, registrations; understanding the contracting process; finding opportunities; types of government solicitations; how to prepare a bid; how to perform once awarded a contract and many other aspects of government contracting

To register please call or email Sundi Neely at 208-334-2650 ext. 2133 / [sundi.neely@commerce.idaho.gov](mailto:sundi.neely@commerce.idaho.gov) or Giannina Fernandez at 208-334-2650 ext. 2132/ [giannina.fernandez@commerce.idaho.gov](mailto:giannina.fernandez@commerce.idaho.gov)

### **Registration fee is \$10 per person.**

There is limited space so register early to reserve your spot. Please mail your registration fee to the Dept. of Commerce, Atten: Fiscal, P.O. Box 83720, Boise, ID 83720-0093.

## Topics to be covered

- ✚ Why Sell to the Government
  - ✚ Key Qualifications
  - ✚ Federal Acquisition Process
  - ✚ Rules of the Road
  - ✚ Small Business Goals
  - ✚ The Government Solicitation
  - ✚ Marketing to the Government
- Prime Contractors

When  
April 28, 2009  
8:00 am – 12:00 pm

## Where

AmeriTel Inn  
Boise Spectrum, 7499 W.  
Overland Boise, ID 83709

